

URBAN/MUNICIPAL

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1990 — ANNUAL REPORT

URBAN - MUNICIPAL
SEP 8 - 1992
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You
Are The Way

UNITED WAY OF BURLINGTON, HAMILTON-WENTWORTH



VOLUNTEERS & STAFF

The partnership between Volunteers and Staff at the United Way is the foundation of our success. We extend our sincere appreciation to all those we have mentioned and to the thousands we cannot. Whether their involvement was hundreds of hours or only a few, their importance is immeasurable. Thank you.

1989/90 BOARD OF DIRECTORS

President	John Buschhausen
Vice-Presidents	
Administration, Acting President	Richard Francescutti
Agency Relations	Jim Arsenault*
Labour	Bryan Adamczyk
Marketing	Ross Robinson
Treasurer	Ron Franceschini*
Secretary	Bruce Garand

*Resigned during term

Board Members

Dr. Mo Ali
William Bain
Joan Berta
Councillor Robert Brechin
Councillor Ken Brennan
Richard Capling
Alderman Dave Christopherson
Ron Coburn

Renate Davidson
Pat Dillon
Heather Gavin-Sampson
Lydia Goshgarian
Annette Gibson
Gary Hysop
Alderman Mary Kiss
Wayne Marston **

Councillor William McMicking
Michael Meyer
Marnie Spears
Bob Sutton
David Wilson
Graham Wilson
Josie Zurini

**appointed during term

Board Consultants

Sandy Darling

Mike Pennock

Tony Whitworth

UNITED WAY STAFF

Administration

Bruce Mochrie, Executive Director
Marilyn Lupton, Administrative Assistant
Florence Arsenault, Receptionist (Deceased 1989)
Joan Haxton, Part-time Clerk Typist

Agency Relations

Sharon Monte, Director
Judith Johnson, Associate
Catherine Sindall, Assistant
Anne Gaunt, Secretary

Campaign

Diana Borowski, Director
Lisa Carboneau, Assistant
Melissa Devenny-Redman, Associate
Janet McKenzie, Associate
Sharon Snaith, Associate
Brenda Craig, Secretary

Finance & Administration

Norman Lloyd, Director
Terri Buordolone, Accounting Administrator
Filomena DiCarlo, EDP Clerk Typist

Labour/Community Services

Bryan Rushton, Director
Carolyn Case, Secretary

Marketing

Kim Worobel, Director
Janice White, Assistant
Carolyn Case, Secretary

Volunteer Leadership Development

Sheelah Dunn Dooley, Director
Marilyn Lupton, Administrative Assistant

1989/90 STANDING COMMITTEES

Richard Capling, Chairman
Bob Kok, Vice-Chairman
Jim Arsenault
Barbara Belbeck
Ken Bistrovitch
Donna Danielsen

Jim Arsenault, Chairman
Dr. Mo Ali
Ken Bistrovitch

Joan Berta, Chairman
Al Addis
Brian Bressette
Ron Coburn
Sandy Darling

Richard Francescutti, Chairman
Jim Arsenault

Wayne Marston, Chairman
Bryan Adamczyk
Tom Atterton
Brian Bressette
Tony DePaulo

Ron Coburn, Chairman
Joan Berta
Ron Binns
Peter Boxer
Andrew Connor

John Buschhausen, Chairman
Richard Capling

Ron Franceschini, Chairman

John Buschhausen, Chairman
Richard Capling
Elaine Eastman
Richard Francescutti

Mike Meyer, Chairman
Jocelyn Bennett
Boris Chemerys
Jan Crook

Agency Relations Committee

Janet Farley
Ron Franceschini
Sharon Johnny
Linda Mooradian
Ray Richardson
Diane Scott

Appeals Committee

Donna Danielson
Renate Davidson

CAMPAIGN CABINET

Paul Dickie
Micheal Fenn
Gary Fletcher
John Grosso

Finance & Administration Committee

William Bain

Labour/Community Services Committee

Pat Dillon
Bill Fuller
Heather Gavin-Sampson
Annette Gibson
Elaine McMurray

Marketing Committee

Bill Fuller
Jim Gillen
Neil Howie
Mike Jaycock

Nominating Committee

Richard Francescutti
Gary Hysop

Personnel Committee

Bill Fuller

Strategic Planning Committee

Bill Fuller
Gary Hysop
Michael Meyer

Volunteer Leadership Development

Ron Franceschini
Susan Goodman
Paul Lamb

Ron Shaw
Art Sullivan
Rachel Thachuk
Bob Vair
Gloria DeSantis - Consultant
Elaine Eastman - Consultant

Warren Johnson
Bob Vair

Barbara Hornby
John Salisbury
Tony Whitworth
Ross Wilby

Ron Franceschini

Pat Smith
Bob Sutton
Pat Sutton
David Wilson

Ross Robinson
Al Robson
Brian Torsney
Josie Zurini

David Wilson
Josie Zurini

David Wilson

Mike Pennock
Ross Robinson
Doug Berquist - Facilitator

Sue Ogilvie
Ross Robinson
Jill Rumble

THE CHALLENGE OF CHANGE

The last decade has been a time of change for our United Way. Changes in the economic climate, our donor base, social values and the voluntary sector have presented numerous challenges to us. We have grown, become more effective and helped more people in need than ever before. The accomplishments made would not have been possible without the dedication of volunteers and staff, and the generosity of our donors. Our efforts throughout the 80's raised in excess of \$56 million and provided support to over 100 human care service agencies in our community. We should all be proud of our success.

The decade came to a close with 1989 being the most accomplished year. We raised more and allocated more than ever before, continued the success of our Union Counsellor and Volunteer Leadership Development programs, refined our Marketing objectives by listening to our donor needs, and responding with the necessary strategic changes, and maintained our stable financial position by astute management of our finances.

As we look to the 90's and develop our strategic plans, we must address key issues facing our United Way. These include ensuring significant growth in our fund raising efforts in the face of growing competition, finding ways to allocate funds to meet the most significant human care needs in our community, strengthening our relationships with funded agencies, and developing a co-ordinated volunteer management process to ensure that our volunteers continue to have rewarding experiences.

Challenging times are ahead and efforts will be focused on positioning the United Way not only for today but for the future.

As we move into a new decade and a time of change for this United Way, it is also a time of change for the two of us. As we leave, we pass the torch of wisdom and experience to our successors. Our hearts will always remain with our staff and volunteer friends who will ensure our vision of the future.

The Board of Directors, its Committees and the staff have been of tremendous assistance in carrying out United Way's responsibilities over the past year. It is an exciting stage as United Way moves into the 90's with confidence and renewed commitment to making our community stronger and healthier.

John Buschhausen
President

Bruce Mochrie
Executive Director

ORGANIZATIONAL HIGHLIGHTS

AGENCY RELATIONS - Richard Capling, Chairman

This year was the best we have had in the past decade. Our total allocations package increased by a record 11.9%. We were able to meet 95% of agency requests and made significant improvements in communication methods to enhance our relationships with funded agencies.

United Way decisions regarding accountability and funding for agencies arise through Citizens' Review, a process designed to allow for broad community representation in the decision making process. Over 100 volunteers devoted more than 4,400 hours in determining allocations to 72 agencies including 10 new agencies for 1990/91.

Our communications process was improved by encouraging meetings prior to and after Citizens' Review meetings, increasing dialogue between agencies and United Way (both volunteer to volunteer and staff to staff), and reinforcing the importance of the on-going nature of our relationships.

Thanks to the generosity of our donors and the hard work of thousands of volunteers, we were able to meet more needs in our community than in the past.

CAMPAIGN - Joan Berta, Chairman

The 1989 Campaign was planned to be centered on success and it certainly achieved that plan. Through the dedication, commitment and "dynamite" determination of thousands of volunteers we achieved our goals. We raised \$7,167,000, a \$640,000 increase over the 1988 results! We also significantly increased our base of donors and volunteers, which provides an expanded base for the years to come.

This year we had 24 Loaned Representatives, the largest number ever. These recruits from business, labour, government and non-profit organizations are "loaned" full-time to the Campaign to assist staff. They bring their skills and expertise and the United Way adds training and development. Everyone comes out with expanded knowledge and capabilities.

1989 Loaned Representatives

Grace Anderson, Hamilton Street Railway
Diane Ayliffe, Region of Halton
George Bain, Retired, Bell Canada
Dan Baird, U.S.W.A. Local 5328 - Stelwire Group
Joe Boniface, Ball Packaging
Ken Canfor, Dofasco Inc.
Bob Coker, Canada Centre for Inland Waters
Bob Cole, C.I.B.C.
Wilma Dowling, Wentworth County Board of Education
Fred Dunbrack, Dofasco Inc.
Sam Hendry, Retired, Bank of Montreal
Donald Herrow, Retired, Procter & Gamble
Don Jones, Samuel-Kent Division
Frank Jones, Retired, McMaster University
Susanne Maguire, Volunteer, Canadian Red Cross
Larry Misener, Navistar International Corp. Canada
John Ross, City of Hamilton
Richard Spiers, Volunteer, Mohawk College
Vern Stewart, Union Gas Ltd.
Cecile Stubbs, Revenue Canada Taxation
Peter Zafirides, U.S.W.A. Local 1005 - Stelco Steel
Rusty Zakarow, Stelco Steel
Jean Carlin, Retired, Westinghouse Canada Inc.
Joan Haxton, United Way of Burlington, Hamilton-Wentworth

The 1989 Campaign was planned in late '88 and early '89 in a relatively healthy and buoyant economy. By late '89, the economy had slowed and there was concern for our ability to implement our aggressive plans. But this group of volunteers were not to be denied. Everyone responded with extra effort and our plan was achieved. The success was attributed to the fine support of all sectors of our community; corporations, labour, individual donors who once again recognized that the United Way is the way to help the most.

Thank you, one and all. You Are The Way.

FINANCE & ADMINISTRATION - Richard Francescutti, Treasurer

It is the responsibility of the Finance & Administration Committee to monitor and control the overall financial operations of our United Way. The Committee meets regularly to review income from donations and pledges as well as all United Way expenditures. The Finance & Administration Committee works to manage our own spending to ensure that sufficient resources are made available to conduct an effective annual campaign as well as maintain the ongoing year-round operation of the organization. We insure against "rainy days" by closely monitoring the Reserves so that, in the event of a substantial shortfall in annual campaign revenue due to economic conditions, the agencies and the community we serve will not suffer by allocation reductions.

We are pleased to report that for the year 1989/90, these objectives were met.

This past fiscal year was the third in which the United Way budget has undergone the Citizens' Review Process, as do all funded agencies. With the experience gained, all participants (volunteers, panel members and staff) agree that the process is not only valid for the United Way but essential to fulfilling our mandate as trustees of the donors charitable dollars.

The financial health of our United Way is excellent and the Finance & Administration Committee's continuing challenge will be to not only maintain that progress but to strengthen it in future years.

LABOUR/COMMUNITY SERVICES - Wayne Marston, Chairman

The continuing partnership between the United Way and the Hamilton and District Labour Council was further enhanced throughout this past year. Labour participation in this year's Campaign led to significant increases in contributions and many new donors.

The Labour Community has been further enhanced by the thirty Union members who completed the training necessary to qualify them as Union Counsellors. This training will prepare them to assist their fellow employees as trusted referral sources where not previously available.

The Community, as a whole, will benefit from the special two day workshop convened to highlight the potential impact of Free Trade on Social and Human Care Services. Presenters at the workshop included representatives from the Labour Movement, Social Planning, and the political arena from the National, Provincial and Local levels which made for an informative, well attended event. The Committee was impressed with the reception the workshop received and look forward to hosting others in the future.

The Labour/Community Services Committee has been spending a great deal of energy to further strengthen the links between the United Way and the Hamilton and District Labour Council. Our belief is that such strengthening will be to the benefit of both organizations, and the public as well. The results of our deliberations should be realized during the forthcoming year.

MARKETING - Ron Coburn, Chairman

This was a year of focus. Focus on solidifying our message and maintaining continuity. We conducted research with various market segments to ensure an on target approach. We not only succeeded, but learned of opportunities to improve.

Our communications vehicles included a new series of four posters, a locally produced film (the first this decade) and targeted brochures. Our focus was on services provided by agencies, but specifically, on people who have been helped.

It was a year of planning. We developed guidelines for special events to ensure long term success, a proposal for implementation of workplace communications year round and a three year plan to implement recognition programs. United Way agencies, employee/union groups, corporations and the local media did a fabulous job of telling the United Way story. They are our link to the community and our best promoters.

We ran three major volunteer events that all had substantial increases in participation over 1988. These events are motivating, rewarding, informative and fun. They bring our volunteers together to show how large and diverse our volunteer network really is. The Marketing Team this year was the best of the best! They were dynamic with their talent and lots of fun to work with.

VOLUNTEER LEADERSHIP DEVELOPMENT - Mike Meyer, Chairman

The Volunteer Leadership Development Program provides opportunities for board members, volunteers and senior staff of non-profit organizations to improve their managerial effectiveness and develop leadership skills.

During the last year Volunteer Leadership Development volunteers and staff provided consultations and training to 769 participants from non-profit agencies in our community.

The Volunteer Leadership Development Committee plan for 1989/90 was to continue to develop our programs to provide more tailored, integrated approaches in meeting the leadership needs of volunteers.

These plans included the expansion of services in areas such as training follow-up, consultations, facilitation, and executive services (weekend retreats, conferences).

Our proposal to The Ministry of Community & Social Services and United Ways of Ontario was approved. We have received grant funding which will allow us to expand and enhance our services. We will embark on our three year plan in the coming year.

In conclusion, 1989/90 has been another year of progressive growth. The Committee is especially appreciative of the dedicated efforts of the volunteer trainers & staff who make the program work so well.

EMPLOYEE AWARD WINNERS

Employees and union members work very hard each year to raise funds for the United Way. We would like to thank all Employee Campaign Chairpeople and their canvassers for a job well done during the 1989 Campaign. We would also like to thank their Corporations, Organizations, and Union Locals for the tremendous support displayed.

The following are employee groups and members of union locals who earned the Gold Award by raising in excess of \$80.00 per capita (total donation divided by number of employees):

Alternatives For Youth
Asea Brown Boveri Co.
Assessment Review Board
Boy Scouts of Hamilton & District
Canadian Imperial Bank of Commerce
Industrial Bank Centre
Canadian National Institute for the Blind
Canadian Red Cross, Hamilton
Caplan's Men's Wear
Catholic Family Services
Catholic Youth Organization
Community Information Services
CUMIS Group
Deloitte Haskins Sells
District Court Judges
Ennis Paikin Steel Ltd. and U.S.W.A. Local 16506
Federal Business Development Bank
Fisher & Ludlow
Fred Hall & Son Ltd.
Grand & Toy Ltd.
Guaranty Trust - King Street East
Halton Roman Catholic School Board
- Holy Rosary School
Halton Social Planning Council
Hamilton Building Supply
Hamilton & District Literacy Council
Hamilton East Kiwanis Club
Hamilton Public Board of Education
- Area Office #5
- Red Hill School
- Lawrence Alternative Education Program

Hamilton Weather Office
Harris Rebar Inc. and
Iron Workers Local 734
Instron Canada Ltd.
Intermetco Ltd. - King Street
James Kemp Construction Ltd.
Jennings Insurance Ltd.
John Howard Society
KG Brown Associates
Land Registry Office
Martin Stewart Construction Ltd.
McMaster University
- Dept. Family Medicine
- Dept. Phyciatry
- Faculty Social Services
- Faculty Engineering
- Faculty Science
Merrill Lynch Canada Inc.
National Bank Lending Centre
Procter & Gamble Inc.
Provincial Court - Civil Hamilton
Provincial Public Health Lab
R.B.P. (Canada) Ltd.
Regional Crown Attorney
Royal Bank Burlington
- 1B Centre
- Private Banking
Royal Bank Hamilton
- Centennial Parkway
- Private Centre
- Regional Corporate Centre
- Upper Wentworth

St. Elizabeth Visiting Nurses
Shaw Ware Inc.
Social Planning & Research
Council of Hamilton & District
Spectator Executive Fund
Stelco Inc.
- Frost Works and
U.S.W.A. Local 3561
- Fastener & Shipping, C.R.P.P.,
and U.S.W.A. Local 8460
- Stelco Tower
Stoney Creek Hydro
Sunoco
Thorne Ernst & Whinney
Touche Ross & Co.
United Way of Burlington,
Hamilton-Wentworth
Wellington Psychiatric Outreach
Westinghouse Canada Inc.
- Corporate Office
- Power Generation
Canadian Division
- Westinghouse Motor Company
of Canada
- Construction & Industrial
Product Division
- Corporate Sales
Wood Gundy
Xerox Canada Inc.

1989 FOUNDING MEMBERS LEADERSHIP GIVING INITIATIVE

1989 was the founding year of our Leadership Giving Initiative. Leadership Givers have shown their commitment to United Way and the community. Leadership Givers have all given in excess of \$1,000. We thank them for their generosity.

Following are the Founding Members of our Leadership Giving Initiative:

Dr. M. Ali	Mr. & Mrs. A. Douglas	Mr. John Harris	Dr. A. A. Lee	Mr. Glenn W. Riddell
Mr. Spence Allan	Mr. F. J. Evans	Mrs. Marion Harrison	Dr. P. D. M. MacDonald	Dr. George K. Scott
Mr. M. S. Allen	Mr. Philip Evans	Mr. Keith Heckley	Dr. Thomas Malik	Mr. George A. Simpson
Dr. Norman T. Allen	Ms. Bonnie Ewart	Mr. John S. Hedden	Mrs. A. Marr	Ms. Faye A. Smith
Mr. William Balfour	Dr. N. V. Finnie	Dr. A. C. Heiderbrecht	Mr. R. F. Martin	Mr. Victor R. Smith
Mr. Wm. G. Ballantyne	Dr. A. E. Ford-Jones	Dr. James K. Hicks	Mr. Ellard E. McBain	Miss Helen Soltes
Dr. William Bell	Mr. Doug Fraser	Dr. Brian Hurd	Mrs. Ruth W. McCuaig	Mrs. R. Storms
Mr. George Berquist	Mr. Bruce Garand	Mr. John Hutton	Dr. Michael J. Mills	Mr. Michael Taylor
Mrs. D. Joan Berta	Dr. G. R. Gerula	Mr. Gary Hysop	Mr. Bruce Mochrie	Dr. W. C. Vaughan
Mrs. Diana Borowski	Mr. Frank M. Gibson	Dr. Martin Johns	Mr. Alec Murray	Mr. W. Henry Warden
Mr. John W. Buschhausen	Mrs. Mary Gilmour	Dr. Al Johnson	Mr. William W. Nelson	Mr. M. Webber
Mr. V. W. Cairns	Mr. Abby M. Goldblatt	Dr. P. L. Kapur	Dr. P. L. Newbigging	Mr. R. G. Wilson
Mr. Charles B. Campbell	Mr. Marvin E. Goldblatt	Mr. Daniel W. Keene	Dr. D. Offord	Mr. John Whyte
Mr. Maurice C. Carter	Mr. David Gow	Dr. W. T. Kellington	Mr. Larry S. Paikin	Hon. Mr. Justice Yates
Mr. Hugh Clark	Mr. Allan F. Hall	Mrs. Nora Klein	Mr. Donald R. Pepper	Mr. T. E. Yates
Dr. Helen Cole	Dr. Fred L. Hall	Mr. Thomas C. Kraft	Mr. Murray Proctor	Mrs. W. H. Young
Mr. Nelson R. Crockford	Mr. R. A. Hall	Ms. Marjorie Kraftcheck	Dr. Emmanuel J. Rajczak	
Mr. A. L. Darling	Miss Lydia Hamilton	Mrs. Elvira Kronas	Mr. L. M. Rayworth	

NOTE: In addition to those listed above, there are leaders who wished to remain anonymous. Our regrets if we have unknowingly omitted you.

HAMILTON AND DISTRICT UNITED APPEAL SCHEDULE OF ALLOCATIONS TO AGENCIES YEAR ENDED MARCH 31, 1990

ALLOCATIONS TO FUNDED AGENCIES

	1990	1989
Alternatives for Youth	\$ 106,011	\$ 99,422
Amity Goodwill Industries	18,779	17,970
Big Brother Association of Burlington & Hamilton-Wentworth	316,020	302,411
Boy Scouts of Canada - Hamilton-Wentworth Regional Council	109,942	101,858
Burlington Association for Community Living	95,024	91,369
Burlington Bereavement Resource Council	18,653	17,850
The Canadian Hearing Society - Hamilton & District Regional Office	56,998	48,103
Canadian Mental Health Association - Halton Branch	16,720	16,000
Canadian Mental Health Association - Hamilton-Wentworth Branch	96,131	125,000
Canadian National Institute for the Blind - Hamilton-Wentworth Branch	172,154	163,334
- Halton-Peel Branch	28,851	27,609
Canadian Red Cross Society - Burlington Branch	100,438	100,438
Canadian Red Cross Society - Dundas Branch	30,515	32,107
Canadian Red Cross Society - Hamilton Branch	572,047	571,952
Canadian Red Cross Society - Flamborough Branch	17,027	15,503
Catholic Family Services of Hamilton-Wentworth	220,412	209,771
Catholic Youth Organization	155,085	148,839
"COHR" Family Services	29,600	29,600
Community Information Service of Hamilton-Wentworth	64,110	57,943
Community Youth Programs Inc.	-	4,698
Dundas Community Services	32,661	25,135
Elizabeth Fry Society, Hamilton Branch	113,386	101,231
Family Services of Hamilton-Wentworth, Inc.	528,750	498,750
Girl Guides of Canada - Hamilton Area	35,524	33,804
Halton Adolescent Support Services	-	45,339
The Halton Alcoholism and Drug Addiction Program	-	7,721
Halton Family Services	90,147	86,265
Halton Helping Hands	13,500	28,848
Halton Social Planning Council	77,935	71,761
Hamilton East Kiwanis Boys' and Girls' Club	99,134	88,365
Hamilton and District Literacy Council	12,436	11,900
Hamilton and District Ostomy Association	7,300	6,900
Hamilton Association for Community Living	93,733	93,733
Jewish Social Services	55,335	58,998
John Howard Society of Hamilton-Wentworth & District	111,060	106,275
Multiple Sclerosis Society of Canada - Hamilton District Chapter	68,000	60,890
The Navy League of Canada - Hamilton Branch	29,667	26,750
Nelson Youth Centres	40,800	35,120
Ontario Friends of Schizophrenics - Hamilton Chapter	19,332	18,532
Ontario Social Development Council	7,600	7,300
Parental Stress Services (Parents Anonymous)	32,374	30,510
Pastoral Counselling Centre (Hamilton-Wentworth)	14,730	14,095
Sexual Assault Centre (Hamilton & Area)	58,245	52,726
Social Planning and Research Council of Hamilton & District	254,460	227,554
St. John Ambulance Association - Burlington Branch	15,066	17,298
St. John Ambulance Association - Hamilton Branch	35,375	33,850
St. Joseph's Villa (Senior Citizens' Centre)	31,365	30,202

ALLOCATIONS TO FUNDED AGENCIES (Continued)

	1990	1989
St. Matthew's House	\$ 56,021	\$ 53,921
Stroke Recovery Association, Burlington Chapter	2,415	2,310
Tele-Touch (Seniors)	9,800	16,564
United Way of Canada	49,312	34,960
Visiting Homemakers Association of Hamilton-Wentworth	40,100	25,000
The Volunteer Centre of Hamilton & District	133,811	128,049
Victorian Order of Nurses - Halton Branch	26,962	18,762
Victorian Order of Nurses - Hamilton-Wentworth Branch	26,771	25,741
The Hamilton/Burlington Y.M.C.A.	263,260	252,500
The Hamilton Y.W.C.A. - MacNab Street Branch	297,963	276,209
The Hamilton Y.W.C.A. - Ottawa Street Branch	208,215	192,383
	<u>\$5,217,062</u>	<u>\$5,028,028</u>

ALLOCATIONS FOR DEMONSTRATION & DEVELOPMENT PURPOSES

Bereaved Families of Ontario	\$ -	\$ 3,000
Big Sister Association of Hamilton & District	38,197	18,000
Burlington Association for Community Living	-	10,000
Canadian Mental Health Association - Burlington Branch	-	5,000
Epilepsy Hamilton & District	8,400	10,500
Halton Down Syndrome Association	4,800	-
Halton Sexual Abuse Program	-	4,000
Hamilton & District Multicultural Council	-	3,000
Hamilton AIDS Network for Dialogue & Support	-	10,000
Hamilton Area Teenage Mother's Society	13,000	13,000
Hamilton Central Boys' & Girls' Club	15,000	11,500
Hamilton East Kiwanis Boys' & Girls' Club	10,000	6,500
Hamilton-Wentworth Association for Children & Adults with Learning Disabilities	12,000	-
Information Flamborough	2,265	1,557
Interval House of Hamilton-Wentworth	-	6,000
Multiple Sclerosis Society of Canada, Halton Chapter	-	3,500
New Mothers Support Group	4,800	-
North End Information Services	-	2,000
Roxborough Parc East End Multi-Service Centre	7,674	5,456
St. Elizabeth Visiting Nurses' Association	9,000	8,000
Victims Services Unit	-	3,000
Victorian Order of Nurses - Hamilton-Wentworth	20,000	-
Wesley Urban Ministries	-	7,500
The Hamilton/Burlington Y.M.C.A. - Burlington Branch	10,000	-
	<u>\$ 155,136</u>	<u>\$ 131,513</u>

ALLOCATIONS FOR UNITED WAY PROGRAMS

Labour/Community Services	36,959	40,230
Volunteer Leadership Development	29,089	31,680
	<u>\$ 66,048</u>	<u>\$ 71,910</u>

TOTAL ALLOCATIONS

<u>\$5,438,246</u>	<u>\$5,231,451</u>
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HAMILTON AND DISTRICT UNITED APPEAL OPERATING FUND

STATEMENT OF FINANCIAL ACTIVITIES AND SURPLUS YEAR ENDED MARCH 31, 1990

	1990	1989
SUPPORT FROM THE GENERAL PUBLIC	\$6,671,106	\$6,303,135
Allowance for pledge losses	239,848	287,049
	<u>\$6,431,258</u>	<u>\$6,016,086</u>
UNITED WAYS OF ONTARIO/TRILLIUM COMMUNITY FUND	\$ 26,518	\$ -
Funds available for allocation	<u>\$6,457,776</u>	<u>\$6,016,086</u>
DISTRIBUTION OF FUNDS		
Allocations to funded services	<u>\$5,438,246</u>	<u>\$5,231,451</u>
Management expenses		
Fund Raising	484,996	408,885
Administration	198,084	169,459
Agency Relations	160,849	146,332
Marketing	133,501	142,700
	<u>977,430</u>	<u>867,376</u>
Total allocations and expenses	<u>\$6,415,676</u>	<u>\$6,098,827</u>
SURPLUS (DEFICIT) FROM OPERATIONS	42,100	(82,741)
TRANSFER FROM THE RESERVE FUND	-	12,520
SURPLUS (DEFICIT), BEGINNING OF YEAR	-	70,221
SURPLUS, END OF YEAR	<u>\$ 42,100</u>	<u>\$ -</u>

HAMILTON AND DISTRICT UNITED APPEAL RESERVE FUND

BALANCE SHEET YEAR ENDED MARCH 31, 1990

	1990	1989
ASSETS		
Cash	\$ 4,553	\$ 29,535
Term deposits	1,800,000	1,300,000
Interest receivable	1,357	25,255
Due from operating fund	-	20,941
Due from property fund	2,717	-
Funds held by the United Ways of Ontario	<u>206,742</u>	<u>193,607</u>
	<u>\$2,015,369</u>	<u>\$1,569,338</u>
LIABILITIES		
Due to operating fund	<u>40,244</u>	<u>-</u>
RESERVE FUND BALANCE	<u>\$1,975,125</u>	<u>\$1,569,338</u>

These reports are an abbreviated form of the audited Financial Statement of the Hamilton and District United Appeal (operating as United Way of Burlington, Hamilton-Wentworth) for the period ending March 31, 1990 reported on by our auditors, Deloitte & Touche, Chartered Accountants, in their report dated May 11, 1990.

Copies of the complete audited financial statements are available for review at the United Way, 177 Rebecca Street, Hamilton, Ontario.

THE MEANING OF THE UNITED WAY SYMBOL



The United Way symbol is seen everywhere
— but what does it mean?

It is called the helping hand symbol and is used by United
Ways around the world.



The rainbow overhead, emerging from the hand to shelter the
figure, represents hope for a better tomorrow.

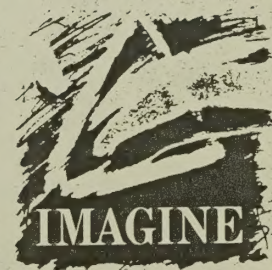


The centre image, based on the universal symbol of mankind,
is cradled by the helping hand.
It indicates the United Way cares about all people, everywhere.



The bottom is a helping hand symbolizing United Way's
support of services and programs
that in turn support the people in local communities.

The United Way helping hand symbol — a symbol of hope,
of service, and of help to people in our communities.



**A New Spirit
of Giving**

IMAGINE is an initiative of The Canadian
Centre for Philanthropy. It is a program
directed toward corporations and indi-
viduals that "encourages Canadians to
give more time and money to the causes
they care about". IMAGINE benefits every
form of charitable and non-profit activity
in Canada.

United Way actively supports this pro-
gram. If you would like more information
about volunteer opportunities available
at United Way, or the IMAGINE program,
please call the United Way office.

We are always happy to hear from
members of our community. If you have
a comment, question, or concern, please
contact us at 527-4543.



United Way of Burlington, Hamilton-Wentworth

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